

# PARTNERS FOR PROFIT

April 26 & 27, 2005

Radisson Hotel & Conference Center  
Green Bay, Wisconsin



**A Corporate and Minority Business Exchange**

“Partners for Profit” is a business networking activity designed to create new markets for suppliers and new sources for buyers.

This corporate and minority business exchange was designed to enable Minority Business Enterprises the opportunity to identify current marketplace needs and appropriate personnel within the area’s leading corporations and government agencies. Additionally, “Partners for Profit” helps buying organizations identify and screen new competitive sources for quality products and professional services.

“Partners for Profit” has been aimed at providing Buyers and Procurement Decision Makers the opportunity to identify new competitive sources of services and supplies. Last year more than 400 minority business owners attended “Partners for Profit.”

“Partners for Profit” was created to provide Minority Business Owners an opportunity to efficiently market their capabilities and capacities to major corporations and government agencies in one location – in one day. Last year more than 150 major buying organizations participated in last year’s “Corporate and Minority Business Exchange.”

## **SCHEDULE OF EVENTS**

### **Tuesday, April 26, 2005**

- 2:00p.m. Registration & Booth Set-up
- 6:00p.m. Kimberly-Clark Corp Reception
- 7:30p.m. SBC/Ameritech Award Ceremony

### **Wednesday, April 27, 2005**

- 8:00a.m. Daimler Chrysler Kick-off Breakfast
- 9:30a.m. SC Johnson Wax, Honda & General Motors Purchasing Seminars
- 11:00a.m. United Parcel Service Exposition

## **KEYNOTE SPEAKERS**



Dr. Melvin Gravely, II, is an expert on the subjects of entrepreneurship and business development. He has spent the last 14 years helping people and businesses get the results they expect. He spent over 10 years in corporate America, most of the time as a large account marketing representative with IBM. Mel is now a full-time author, speaker and entrepreneur. Dr. Gravely speaks and writes on various topics related to entrepreneurial thinking, small business development and leadership. He is the author of six books including *The Lost Art of Entrepreneurship* and his latest, *When Black and White Make Green: The Next Evolution of Business and Race*.



Lauren Brown-Perry, J.D., has over twenty-one years experience as an attorney: serving as deputy and assistant prosecutor, criminal defense attorney, and guardian ad litem. She owned a private practice law firm for over nine years and has worked in real estate and housing matters with HUD. As an experienced trainer, teacher, and consultant, Lauren has served the National Institute of Corrections as well as other law enforcement/corrections agencies throughout the US. Lauren taught at the UW-Madison Law School for twelve years and acted as Community Coordinator with Madison-area Urban Ministry (MUM) for five years.

## **EXPLANATION OF FEES**

Exhibitor (Buying Company)	\$650
Exhibitor (Minority Business Enterprise) WSDC or IISDC or CISDC or Regional Council Certified	\$350
Exhibitor Government	\$400

(Buying Company & MBE Exhibitor Packages include booth area, sign, draping side rails, six or eight-foot table (covered and skirted) and three (3) free tickets for each event.

<b><u>Individual Tickets:</u></b>	
Reception & Ceremony	\$25
Breakfast	\$15
Seminars:	Free
Exhibition	\$15

### **Discounts Available for Government Agencies**

*Master Card and Visa accepted*

# Registration

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company/Organization: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Email Address: \_\_\_\_\_ Fax #: \_\_\_\_\_

City/State: \_\_\_\_\_ Zip: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Telephone: \_\_\_\_\_ Credit Card #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_  
(Master Card and Visa accepted)

Level of Participation: \_\_\_\_\_ Total Amount: \_\_\_\_\_

## Send registration and remittance to:

Council Enterprises, Inc.  
P.O. Box 8577  
Madison, Wisconsin 53708-8577

## Make checks payable to:

Partners for Profit

## For additional information:

(608) 241-5858  
(608) 241-9100 – Fax  
[councilenterprises@sbcglobal.net](mailto:councilenterprises@sbcglobal.net) – Email  
[www.suppliercouncil.org](http://www.suppliercouncil.org) – Website

## Lodging

A block of rooms has been reserved for the  
participants of **Partners for Profit**  
at the Radisson Hotel & Conference  
Center.

Please reference **“Partners for Profit”**  
for conference room rate.

Please call (800) 333-3333  
to reserve lodging.

## Advertise in the Partners for Profit Business Guide

<b>\$400</b>	<b>\$300</b>	<b>\$200</b>
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All copy for the Partners for Profit Business  
Guide is black & white and 8 ½ x 11”  
Mail your camera-ready artwork (for the  
appropriate size you select) to the address listed  
above.

**DEADLINE FOR SUBMITTING ADS IS  
APRIL 2, 2005**

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